~~Portugal~~ U.S.-Russia Business Council

- GB wanted to join, only CEOs but Aw got him on - 3 yrs ago
- following collapse of USSR

Bugger and new wlist are on it

Bob Stearns

Gene Lawson

Portugal

1. "Rules of Origin" - before tariff rates based on cty of mfr. Last place of "major" transformation" = country of origin

In discussions over enlargement of EC

~~Also~~ "cumulative"

2. Develop relationship w/ Portugal
   - + influence over whole govts + labor
   - ✱ - build cabinet contacts & use a Port. comm of OBB which has shared resp. for ~~?~~ Internal Mkts & Ind. Min.

~~212 - 779 - 0105~~

→ Benchmark survey — core + adaptations

Marlowe. 8701-

HoReCa.

~~HK~~ Taiwan - 10-13 May

WB Need Taiwan briefing.

2025498720

~~OERD – RWeek~~
~~– Pentagon~~
~~– Newsweek~~

~~T 011-431-602-9690 XT 104~~

~~Istanbul → 011-901-516-6999 President Hotel~~

ETS report to regions – Claire Russell

☆ ~~Denise Keane → UK issues material~~

RJR –
May 10.
~~OS p1~~

(–) sourcing

Ad Age "premium" price
– competitive market
– price relative to the other
– multiple price points
MIb v. MPPC + (avg price) + largest selling brand
↓

Dealer
expectations for us in CA to store than
A/S

→ Hungary / UK / Den.

2025498721

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Georgearm.

PRC Poplin (mind up)
Berman
HP.
Dr Melson

ROC grassroots — must keep it quiet.
GATT — cant risk declaring case
lock up — ↳ APACT

Marketing slowest — major issues

Marketing rest.

Region EC / mkt.

hot spot — aust

grp plearm

Labelling — Aust ~~pending~~ resolution Spring '93.
Canada ~~pending~~ summer 93

~~EC~~ Directive —
Belgium
U.K — tighten
France — plan to.

EEMA —
Hungary — status
Czech — "
Poland — "

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498722

2025498723

~~Asia – Fox~~
~~Taiwan – POSM~~
~~– promotions~~

~~LA~~
~~Arg – NERI~~

~~Jugar/Numm →~~

Lister – a/o my EC law
– standards.

– MAM anniversary plan on Viet.
ØERD – Hungarian reception / dinner 3 seats.
RWM? ØERD Δ mind. # 2 IMF.
– ITGA / Zimbabwe.
– Ad Age
~~– Viet by MAM~~

~~ROK~~

Ad Age – { Roth – UK
Cigatex – Mex pastime } FR, AUST – gov't invl.
JT – Japan } Brz – price controls.

1. price driven by market) cons. dem [illegible]
2. relative and [illegible]
3. resp. for their marketing
4. don't have freedom in [illegible]
5. foreign mkts are / have multi-price markets.
that's why GCB.

we can manage that pressure in multipriced mkts
characteristics ; Row only recently in
US market

business arrangement ... we may ... multi ... we cannot [illegible]

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

~~chickens egg~~

SCG monopoly strategy in VOL

OS ~~Clarence Kelly?~~ investigators

May 6 - 2-5 page doc.
impact of FET reg. smuggling.
1) 6 myths of ~~Canadian~~ of Canada

obj - ① FET would have desired effect but consup.
② Disservice effects.

LP as Nov. RBW study public?

USA

June cut tax rate
Trail " "

Tom K

Canada

April 19 + 30 (May 19) but overall timetable
not necessarily spoiled June 1 still
threatened as publication date

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498724

~~S — [illegible] to Owen & Brust.~~

(Ins-)

Austria - omnibus tobacco bill and in Croatia.

MCL
const.
ingr.

and Sweden
Poland

- movement in these statutes to limit heavy metals - arsenic, zinc, lead
- contents labelling beyond just MCLs; to include ingredients and/or constituents.

~~S~~
~~S~~
~~point 3 MAP~~
~~ERP~~
~~CHF both.~~
~~Rwm recept~~
~~MW both~~
~~RK both~~
~~OERD ?~~
~~GGB wants [illegible].~~

- is this a coincidence or

~~research~~
govts forcing industry to [illegible] and [illegible] over research
and also to discovery co. data on health research

Austrian law asking for ingredients list:

Kasseman, Bosler, Cantham, Baylor.

- result is product uniformity.

aggressive vs passive (old ing. disclosure)

could we try to broaden application of the new tobacco regs. to include other products / real issue is we've led a charmed life to date because we've been [illegible].

2025498725

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

April

Jacobsen paper, not finished product.

wh to wk/th finished.

Bill Middleaslay / 202 5575 / 429 U.S.A Corp — Erturk Deger

Rick Johnston (Degere group) Kazakhstan

Pre. of U.S. Sub

FSU - 10 yrs.

2 JV. Tatarstan (CIS)

Kazakhstan (NOT)

Degere keeps account for barter Trade counter-trade

⇒ Been asked by govt partners to buy cigs 10 conts/mo. ; M/bro.

going to RJR ◁

Ing. Fr, Czech, Sweden, Poland

Phil's mops. - ingredients aust → NB

plant → SHB → tracking ← thru
-ing
- fireregs
- packaging

food
- Consumer prod

< long term overview strategies.

202549872б

too tactful not just enough -pass

8 owen

DIG

DSO

DERD - Budget H CA
Dept presentation
- ... re GCB
→ very confused re reduc → US vs for. → Chairmans award (impact)
tact? EC pre-DIG
WB output? Min of privatization Davies comment
Owen Poland
press Ins - cards - ...

Cancelled ...
journalists briefing

Andy ← code
Tony → mtg.

Nancy 1. oral pay ... Monday for RK & WB (...)
2. in writing
- year end pay review for all ... end of wk
- ... w/ staff NOT Nancy

~~Taiwan - ① Get smart Print ... ... /...~~
~~② what ... do.~~

~~* personal relationships~~

~~AD categories → bills from CEB~~

2025498727

2025498728

Randy Kautto - HR Corp. 3596-
VP of HR for Tucker.

Because Job free ads or bus shelters
throughout Westchester by executive order

OMI role
o No surprise from potentially or reg. front,
that can effect share
employees)
o Build bridges to help us sell more
not less = what we are doing today.
o Make certain our line/region are communicating
their plan to us so we can help
them make it through

Hung → Coug. Brown Lewis Hamilton
Buffy. contiguent region above
Fiddler - " "
Dungoor
Kaplan.

0630 Presentation to Hotelier ⟺ countries w/
problems.

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

OERO - media - cancelled Russian briefing
- or only US
- Budget
- MAP dept 5/10-11
- attend IMF?

① ~~Role of our dept~~
~~OIG role~~

③ of Key roles
of PM&T dept.

ETS →

~~May 11 c 2:00~~
~~May 4 c 9:30 - 1:00 23rd~~

RK Superbrand

→ identify Long Term threats

BH → [illegible] for discussions about ~~Corp~~ European media communications = Corp ads
B. Holt direction

2025498729

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498730

Functions

1) Position promulgation
Development
communication
consistency

2) Relationships w 70's
1960's

3) Foreign correspondents
4) Monitoring
5) Fund[illegible]

mind up
Issue - support

~~Cott~~ ~~Julian Doyle~~
~~Cott~~

~~Reif~~ ~~media training~~

~~→ Ingredients~~

~~DIG~~ ~~Conference~~
World Bank

~~Detroit~~ - ~~Fillets and Gibbons~~
Bat [illegible]
Boyse

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Dilbrath = W.H.O. Book
= food issues.

Bill TMA - Ad Ban in Φ
April 22 Exec Summary

SPC Arabic coordination.
SPC Media policy
Tolman Blade [illegible] in plexiglass box. 4-5 or 2 inches
580-3381 Steve 489-7696
DFRD Kramer paper on Thatcher.
Don C. Mtg re: prelim budget mtgs.

DFRD - CAB/US Aug Cov.
DIG - Canada studies + clips.

Bacon → MKTng Code.
WB World Bank policy
SGC Russia
Albany trip
Hoover LIFCA.
Media
[illegible]
Liberated - Czech
Poland
Groups

SV Arruno Herrera

Rolame Wiatrinsky - global approach

2025498731

SOC Turkish - US business - no seat
XGLN

PM Phil Americans

DERD U.S. ... owner's role → he calls us!

Kr... ...
WHO and other IOs

SPC issues - priority products (WB)
- ... groups.

Vietnam - Vinataba 70% S.O.M. - cooperative production
lead to JV
primary processing facility ... PM in control
Hanoi - application filed + 60 days
... Min of ... Trade & Industry
PM offer agronomy & dist.
AFP a ...
BBC call? → IKM blurb

Bacon - Paris WHO monitoring (BAT/PM not TDC).

2025498732

x Sytco - close
- IMIT

Fidelity buy contrafund $250 1-800-544-8666
1 of - 200506.

APCO

Get better intelligence
access
think strategically = div.
plans/programs - eg Japan
- div.
- pissing tanks
- cts plng
- IO intelligen plus access

ma Tom Hockaday - list of scientific mtgs in Europe.

Lister Op Ed by EC writer on ETS sound science.
30-45 days

Mignoli dates for comm. mtg in Europe

Krause PMKK - social corporate responsibility.

Clare/ AO ← Anne May 19

Roper - TM diversification

41 38-534958 Richard Carchman

2025498733

2025498734

~~RK Arbitrary~~

~~AO rulers of statistics was changed story.~~

~~AW - Phil American~~
~~- Rostropo~~
~~- Peking~~

(d) Czech - European brands lost by PMCS

- Quarterly - deletes Chesterfield and Start up and not notified
  ↳ who made

(1) Parsons will deal w/ Brussels
(2) Who decided to pull it from Quarterly
(3) Next time around defer evaluation of decision making.

Executives Council on Foreign Diplomacy
- corp interns
- briefing of senior mgt

Aurrow
EAD - Tenning.

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Phil - $ to date.

- review overhead

Parrish - Mtg.

- PM Facilities policy

- PMI role / Tax

- acknowledge ~~PM~~ ~~we~~ ~~not~~ in announcement.

Canada - @ CTMC office to review for any changes.

few ΔΔ #S

June 1-15 window.

low key release

revenue dept.

Countries that have high tax rates with reductions

- why did

Countries that have severe restrictions on tax and whiting with no significant impact in consumption.

RYO - Germany (leakage)

- Hands

Canada - Canadian study soon to be released by the CTMC

still looking at the methodology

2025498735

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Clarance Kelly & Associates. 816-756-2458
- develop evidence
- " speakers for testimony.

learn everything you can about smuggling.

Terry Bryan
Tom DuPriest.

DERO = send me weekly Canadian sales

Dave = Vietnam plan
Kramer - re Linda

Oebel Int'l Hospital
90 1 574 7802 rm 416

Linda - Hard time multiple tasks.
Business remarks

Oebel 41-21-314-7603
CHUV Lausanne University Hospital.

OSO meeting a Rye Brook week 5/27

Carchman meeting in Rye Brook 5/24,

Egan - plan for World No Smoking Day
★ Article Paper
→ Ad Ban

2025498736

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

WB Fabin leave behind notices press
in the AMF presentation.

TAX

Police / law enforcement. VNRs
Retailers
Coast guard

States loss of rev if fed tx ↑

Director Worldwide Bcco issues
- social issues
etc / social costs due to alive.

SPC { Vietnam ← Indy plan to SPC
Expo. / Hwy.
FET strategy.

counties

Colon Free Trade Zone
Juan Ventura { Free Trade Zone Pres. is nephew of V.P.
Westin Ft. Lauderdale Boca.
305 772-1331 rm 219
or Offic colon, R. 45-38-57
45-39-85
home 64-47-58

2025498737

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Clipper Mtg pride
professionalism
commitment
not at desk.

Supplies / FAX / Admin
TV

→ Recruited obligations.
clarify work through lunch, maintain authorization log.

~~DG ESGC - Expo/MCN~~
~~SPC/DERD - More evaluation on PM&I~~ Agmt 2
~~SPC [illegible] remarks to Conference Board~~
SPC/DZG Khristoph Walter believes ICCM would remove [illegible]
issue is not just us doing our thing but are
cutting the industry out but of the industry
~~things are looking up - cutting us out.~~
~~better job ← set up for future~~
e.g. OB met Flynn & industry 4 days beforehand
[illegible] - - over lobbied.
e.g. Denmark - ICCM mtg. OB agreed to a strategy.
but the day before had been in DK and
committed to a different strategy. Never corrected [illegible]
or wrong.

~~BAT Jimmi Rembszewski~~
~~Michiko Plan for White Paper~~
~~RWM info on TPC - Newsround~~
SGC World Tobacco Symposium - plan for contingency

2025498738

2025498739

Peter Nadler was to visit DK re ministry about non-rest. Air. Roper was

Roper.

Bill Preston
Classics
Trademarks broadly / - Beyond Marlboro Classics
all manages

Priority - market where traditional advertising is in jeopardy

Int'l Trade Inc.

Roper will call meet - June
review plan

~~PM Panorama to run Sunday in Australia~~

~~MW Discuss clearance of remarks @ World Tobacco Symposium~~

~~Dr. Harris BDACT~~

~~Calendar Sept 15 / Dec. 1~~

World Tobacco Symposium - George Gay

~~Cesar - BAT will adopt code - Jimmi Rembiszewski~~

~~DIG Tab Expo '94~~

~~Cesar El Salvador MMS join TDC / dues.~~
~~Betty Joe O heads~~
~~AH Tours trips are on~~
~~Dangoor Marketing problems in Europe vs. competitors & gov'ts~~
~~Val Upgrade~~

SV Synar / Durbin regulatory bill.

~~Kramer - Thatcher~~

- WHO - CvM
Japan - ingredient leg.
- consumer laws
US OECD guidelines on ingredients
- Working leg.
- Δ
- Bonker

CABIN Ing. / Food issues } Codex FAO/WHO.
JOCU ← CvM
Richard will ... current contacts

① Ensure Mgmt understanding of issue
② Information on emerging issues
- include ...
- contact CA Dept Head

③ DERD

~~Holt → ... ...~~

DIG PM Inst. program/budget

AO ∇ - ETS monograph
→ Lepere ⇒

Buffy Chilcott attends INMAC mtg
Thai Labelling - P. Rekart } Sept 26
O. Smith

O Smith GRAS Notification ✓ Canada
Australia

Technical Barriers to Trade Committee

Rupp why did Gov't ... Turner testify ... Congress

2025498740

~~Parrish science.~~

~~Proctor paper on ETS w/ phase-out.~~

~~B. France Tony queried status of HBI's use in Aust.~~

~~Fenzel - Bagley~~
~~Harris - TIOT liaison~~
~~Powell Jan / ESB~~
~~Rum~~
~~AO Super Bowl ball set.~~
~~AO ask status of HBI in Aust, active/y/no?~~
~~Cesar BAT will adopt code~~
~~Cesar El Salvador NMA dues~~
All Toronto Trips are on
~~WB Status of W.H.O. Outreach~~
mw Call Erb
RK Ashtray?
WB APCO Brief
JEK Dunbar / DD advise, Hotelier
Cesar Ventura
~~Skipper Secretaries~~
mw TV policy
Val Dates for next TDC mtgs Sept 15/Dec 1
~~DD Publicity re: World Tobacco~~
~~DWB Barnard~~
~~Bushong Lorillard / AECA~~
RK/RS AECA/Lib.
~~RK Benchmark research plan~~

~~DRD - SPC NMA inclusion~~

AW Phil Am (Goldberg)

2025498741

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498742

Jan 1, 1995

allowed all but TV, radio, youth oriented press

Issue Firestone Island / KTw

Accept

Australia UN Product pledge

Argentina note found

DERD/LP Workplace material.

Richard - collects paper

DSD Winston Code

RK → Sandy.

Resolutions
- strict hours
- clear guidelines & responsibilities.

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498743

- Hazeltine
- Δ studies.

OSD - [illegible]
- Corp. Soc. Resp.
- White Paper et Al.

Cesar introduce to Bill Apple re ASHRAE

ISO identify national reps to ISO from local committees e.g. ANSI

Manning Bourlas ← ASHRAE Std 62-89

DERO - workplace policy

- Unions < ETS / IAA
- [illegible] Code
- TV advert [illegible]
- Smoking Rest → long term emp. not so much reliance on "[illegible]" (e.g. HBR).

- who / says what / to whom.

O. Smith Vietnam license

Parrish memo < [illegible] vs. public affairs

- Annual meeting

Document EVIN unsureness - parody of public policy Rest groups

- AICP

203-661-5055

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498744

Rationalization of EC/EEMA CA
ETS expert by Pan-Europ. resp.
ETS bann for all Europe.
Pan-regional responsibility
successor to

OS GATT notification

Pan-European basis
Senior person
Bull of bloff.

Cornesta -
① no biomedical research
② what about ETS
RJR pushing for a single method test.

Ingredients
① CA
② legal
③ operations
④ QA

Anal → Photo grid
→ Cantinis presentation

TAC → epi study

~~769-5132 - Dery~~

~~WB Bullets for Krause~~
~~HP Work thru by years on labelling & tax losses (160m)~~
~~revenues & health: not tobacco~~

~~203-824~~-0055 Moreno

Krause - end June

Rene 241-8987
Jay 242-1484.

DERO ~~South Africa~~

Exec Dir - NSPA Foundation $500K/gov't

~~Link issue → Garfield Mahood~~
~~- blackmail.~~
~~medical ethics~~
~~- Garry Duda - Nigg Inst.~~
~~- WHO consults~~
~~Inst still OK w/~~
~~Smoke & consumpt. studies~~

~~Anyon / Parrish / Webb next~~
Positive,

~~222-6091~~

~~Christ June 22~~

→ Phil Am - no program currently
Westinghouse scandal
Contact Dyrvik

⇒ Harold Dyrvik.

2025498745

WB Vincent
PAHO ← translation (Dietrich).
get antidote

Sata Project I in Asian countries
1st target is medical professionals
2nd legal patients
3 educators
: mass media
: govt / pols
: grassroots

Not enough campaigning / modelling of effects of molecule
→ call for more litigation (RL)

Nurse education should be improved
Create exhibits of medical education ⇒ patients

Sponsorship ⇒ Salem Vennis.

Very large conference
Asked for ex-Health conference - declared known hostile

Group beginning to get strength to push tobacco
820 participants; 18 countries

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498746

OERO ~~Stores~~
~~Bowling~~
~~TV vending (O. Smith)~~

(MW) ETS ← White Paper (Signature)
Min of Labor
Take away / next steps

Greg ~~61-2-556-0251~~
61-3-552-7502 hom / fax

~~(MW) Media - for journos~~

~~(OOD) DH/asia~~

Sharp IQ-3800 ¥45,000 (61,000)¥ 128KB
2580 characters
IQ-7200 ¥34,800 ( ) 64KB
512 characters
ZQ5200 24,800 64KB
ZQ 8200 11,800

Casio SF 9300 64KB ¥52,800
Casio SF-9700 64KB $278.

Sanctions on Croatia. Iran

Berkeley ← 71-630-5651

2025498747

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Hunt. a.m. - Trans.
Friday - disclosure requirements
- Letter fr Houghton
- Word Gardiner
- Trusty Barrington - congratulate
- Taylor flew over to Paris

Coach to NY
Reiman → reams George Nassif.
Claude Nagel → asked how imminent is threat
still have 2 weeks + before Brandt
in jigsaw
Confirm call Tuesday.
- Claude Begle - Poland

① define "generic"
② what is already in Polish list.

minutes of meeting, May 31

→ reg 233 - Houghton has written letter to reg
saying PM is in compliance
"technical impurities"

Russia
R&D request - "certificate of safety" for M&Ms

Bobby - danger of grade chasing?

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

2025498748

2025498749

• Summerfest

~~Fiesta~~

~~Bus tour~~

OERD • Japan – Harris → Japan < mgmt.

• * Org Δ DD/RK/MW.

→ • Ing CoE → immediate v. long term

2 wks for devl.p of Inst. from PM

~~to~~ on Marlboro & L&M

• (Wkplc P) → • talk by Begle

• Polish lawyers.

~~Affirmative~~ • CoE in Poland ~~Forbidden~~

• my review of the polish ~~[illegible]~~ food laws.

• ~~EPA – Lee/Ken – docs~~

~~– Reg brief.~~

~~– mtg.~~

Ken ~~Schoenholtz.~~

~~Release~~ S

~~Ken/DD to regions.~~

Ref → Sband consultants.

~~Charlie Welch~~

Bobby – ~~hustler~~ ~~not that intellectual~~

~~salesman~~ ~~weak writing skills.~~

~~gets along w/ people~~ ~~downgrade~~

(White) ~~– [illegible] know bus.~~

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Highlights. — users friendly!

WB Paul talked w/ General Counsel
- completely unaware of it.
- PD sent material over to him.

→ Int'l Fin Corp private sector funding
- experience for private intervention

→ Tax policy - like excise

→ Infrastructure - telecom; govt lending; ports, etc.
99.9% of effort.

? where implemented ?

② → Pollmer publish in IHED

1-800-525-2472 303
457-0926

→ Minister of State - no longer
20h

2025498750

Source: https://www.industrydocuments.ucsf.edu/docs/zsbl0000

Capital Corp - own jets
Delta. United
American
Boeing.
Steve Seogryff - PM Cop Corp

Carbon ingredients leg.

Venezuela David Nicoli.
staffer of Thurmond
Venez. drug Thor. Halverson.
dist. gov't on marijuana since '69

→ lamination - art dept.

---

one day
overnights
in Brussels live nicely 11/4 younger.

2025498751